PENTAIR INC
Form 10-Q
May 04, 2007

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION <br> Washington, D.C. 20549 <br> FORM 10-Q 

## p QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the Quarterly Period Ended March 31, 2007
OR

## o TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Commission file number 1-11625
Pentair, Inc.
(Exact name of Registrant as specified in its charter)

Minnesota<br>41-0907434<br>(State or other jurisdiction of incorporation or organization)<br>5500 Wayzata Blvd, Suite 800, Golden Valley, Minnesota<br>(Address of principal executive offices)<br>(Zip code)<br>Registrant s telephone number, including area code: (763) 545-1730<br>Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports) and (2) has been subject to such filing requirements for the past 90 days. Yes b No o Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer (as defined in Rule 12b-2 of the Act). Large accelerated filer p Accelerated filer o Non-accelerated filer o Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No b<br>On April 27, 2007, 99,789,104 shares of the Registrant s common stock were outstanding.

## Pentair, Inc. and Subsidiaries

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## PART I FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## Pentair, Inc. and Subsidiaries

Condensed Consolidated Statements of Income (Unaudited)


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## Pentair, Inc. and Subsidiaries Condensed Consolidated Balance Sheets (Unaudited)

In thousands, except share and per-share data

## Assets

## Current assets

Cash and cash equivalents
Accounts and notes receivable, net
Inventories
Deferred tax assets
Prepaid expenses and other current assets
Total current assets

Property, plant and equipment, net
Other assets
Goodwill

Intangibles, net
Other

Total other assets

Total assets

## Liabilities and Shareholders Equity

## Current liabilities

Short-term borrowings
Current maturities of long-term debt
Accounts payable
Employee compensation and benefits
Current pension and post-retirement benefits
Accrued product claims and warranties
Income taxes
Accrued rebates and sales incentives
Other current liabilities

Total current liabilities

Other liabilities
Long-term debt
Pension and other retirement compensation
Post-retirement medical and other benefits
Long-term income taxes payable
Deferred tax liabilities
Other non-current liabilities

March 31 2007
\$ 64,230 532,792 413,178
52,198
41,907
$1,104,305$

351,211
$1,830,359$
384,933
69,505
$2,284,797$
$\$ 3,740,313$
\$3,364,979
$\$ 3,388,683$

| $\$ 14,563$ | $\$$ |  |
| ---: | ---: | ---: |
| 7,625 |  | 4,246 |
| 206,286 |  | 206,528 |
| 88,882 |  | 75,536 |
| 7,918 |  |  |
| 44,093 |  | 42,238 |
| 22,493 |  | 27,195 |
| 39,419 |  | 23,353 |
| 90,003 |  | 94,418 |
|  |  |  |
| 521,282 |  | 473,514 |


| $1,056,495$ | 721,873 | 888,015 |
| ---: | ---: | ---: |
| 213,512 | 207,676 | 158,535 |
| 47,401 | 47,842 | 73,812 |
| 14,412 |  |  |
| 111,106 | 109,781 | 123,663 |
| 85,912 | 86,526 | 76,452 |


| Total liabilities | $2,034,456$ | $1,694,980$ | $1,793,991$ |
| :--- | ---: | ---: | ---: |
| Commitments and contingencies |  |  |  |
|  |  |  |  |
| Shareholders equity |  |  |  |
| Common shares par value $\$ 0.16^{2 / 3}$; 99,777,660, $99,777,165$ |  | 16,629 | 16,940 |
| and $101,642,814$ shares issued and outstanding, respectively | 16,629 | 488,540 | 524,904 |
| Additional paid-in capital | 484,376 | $1,148,126$ | $1,048,374$ |
| Retained earnings | $1,172,459$ | 16,704 | 4,474 |
| Accumulated other comprehensive income | 32,393 |  | $1,594,692$ |
|  | $1,705,857$ | $1,669,999$ |  |
| Total shareholders equity | $\$ 3,740,313$ | $\$ 3,364,979$ | $\$ 3,388,683$ |

See accompanying notes to condensed consolidated financial statements.

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## Pentair, Inc. and Subsidiaries <br> Condensed Consolidated Statements of Cash Flows (Unaudited)



| Repurchases of common stock | $(9,280)$ |  |
| :--- | ---: | ---: |
| Excess tax benefits from stock-based compensation | 1,063 | 2,532 |
| Dividends paid | $(15,022)$ | $(14,224)$ |
| Net cash provided by financing activities | 314,697 | 130,740 |
| Effect of exchange rate changes on cash and cash equivalents | 499 | 589 |
| Change in cash and cash equivalents | 9,410 | 1,737 |
| Cash and cash equivalents, beginning of period | 54,820 | 48,500 |
| Cash and cash equivalents, end of period | $\$ 64,230$ | $\$ 50,237$ |

See accompanying notes to condensed consolidated financial statements. 5

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## Pentair, Inc. and subsidiaries

## Notes to condensed consolidated financial statements (unaudited)

## 1. Basis of Presentation and Responsibility for Interim Financial Statements

We prepared the unaudited condensed consolidated financial statements following the requirements of the Securities and Exchange Commission ( SEC ) for interim reporting. As permitted under those rules, certain footnotes or other financial information that are normally required by accounting principles generally accepted in the United States can be condensed or omitted.
We are responsible for the unaudited financial statements included in this document. The financial statements include all normal recurring adjustments that are considered necessary for the fair presentation of our financial position and operating results. As these are condensed financial statements, one should also read our consolidated financial statements and notes thereto, which are included in our 2006 Annual Report on Form 10-K for the year ended December 31, 2006.
Revenues, expenses, cash flows, assets and liabilities can and do vary during each quarter of the year. Therefore, the results and trends in these interim financial statements may not be indicative of those for a full year.
Our fiscal year ends on December 31. We report our interim quarterly periods on a 13 -week basis ending on a Saturday.

## 2. New Accounting Standards

In June 2006, the Financial Accounting Standards Board ( FASB ) issued FASB Interpretation No. 48 Accounting for Uncertainty in Income Taxes an interpretation of FASB Statement 109 ( FIN 48 ). FIN 48 prescribes a comprehensive model for recognizing, measuring, presenting and disclosing in the financial statements tax positions taken or expected to be taken on a tax return, including a decision whether to file or not to file a tax return in a particular jurisdiction. FIN 48 is effective for fiscal years beginning after December 15, 2006 and we adopted it on January 1, 2007. The adoption of FIN 48 increased total liabilities by $\$ 2.9$ million and decreased total shareholders equity by $\$ 2.9$ million. The adoption of FIN 48 had no impact on our consolidated results of operations.
In September 2006, the FASB issued SFAS No. 157, Fair Value Measurements ( SFAS 157 ). SFAS 157 defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. SFAS 157 does not require any new fair value measurements, but rather eliminates inconsistencies in guidance found in various prior accounting pronouncements. SFAS 157 is effective for fiscal years beginning after November 15, 2007. We are currently evaluating the impact of adopting SFAS 157 on our consolidated results of operations and financial condition.
In February 2007, the FASB issued SFAS No. 159, The Fair Value Option for Financial Assets and Financial Liabilities ( SFAS 159 ). SFAS 159 permits entities to choose to measure many financial instruments and certain other items at fair value that are not currently required to be measured at fair value. SFAS 159 is effective for fiscal years beginning after November 15, 2007. We are currently evaluating the impact of adopting SFAS 159 on our consolidated results of operations and financial condition.
In March 2007, the FASB ratified the Emerging Issues Task Force ( EITF ) Issue No. 06-11, Accounting for Income Tax Benefits of Dividends on Share Based Payment Awards ( EITF 06-11 ). EITF 06-11 requires companies to recognize the income tax benefit realized from dividends or dividend equivalents that are charged to retained earnings and paid to employees for nonvested equity-classified employee share-based awards as an increase to additional paid-in capital. EITF 06-11 is effective for fiscal years beginning after September 15, 2007. We are currently evaluating the impact of adopting EITF 06-11 on our consolidated results of operations and financial condition.

## 3. Stock-based Compensation

Total stock-based compensation expense for the first quarter of 2007 and 2006 was $\$ 6.2$ million and $\$ 6.6$ million, respectively.
Non-vested shares of our common stock were granted during the first quarter of 2007 and 2006 to eligible employees with a vesting period of two to five years after issuance. Non-vested share awards are valued at market value on the date of grant and are typically expensed over the vesting period. Total compensation expense for non-vested share awards during the first quarter of 2007 and 2006 was $\$ 2.8$ million and $\$ 2.3$ million, respectively.

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During the first quarter of 2007, option awards were granted under the Omnibus Stock Incentive Plan and the Outside Directors Nonqualified Stock Option Plan (together the Plans ), each with an exercise price equal to the market price of our common stock on the date of grant. Prior to 2006, option grants under the Plans typically had a reload feature when shares were retired to pay the exercise price, allowing individuals to receive additional options upon exercise equal to the number of shares retired. Option awards granted after 2005 under the Plans do not have a reload feature attached to the option. The options vest one-third each year over a three-year period and have a ten-year contractual term. Compensation expense equal to the grant date fair value is recognized for these awards typically over the vesting period. No option grants were reloaded during the quarter for individuals retiring shares to pay the exercise price of options granted prior to 2006. Reload options are vested and expensed immediately. Total compensation expense for stock option awards was $\$ 3.4$ and $\$ 4.3$ million for the first quarter of 2007 and 2006, respectively.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
We estimated the fair value of each stock option award on the date of grant using a Black-Scholes option pricing model, modified for dividends and using the following assumptions:

|  | March 31 <br> $\mathbf{2 0 0 7}$ | April 1 <br> $\mathbf{2 0 0 6}$ |
| :--- | :---: | :---: |
| Expected stock price volatility |  |  |
| Expected life | $28.5 \%$ | $31.5 \%$ |
| Risk-free interest rate | 4.8 yrs. | 4.5 yrs |
| Dividend yield | $4.66 \%$ | $4.56 \%$ |

The weighted-average fair value of options granted during the first quarter of 2007 and 2006 was $\$ 8.29$ and $\$ 11.49$ per share, respectively.
These estimates require us to make assumptions based on historical results, observance of trends in our stock price, changes in option exercise behavior, future expectations, and other relevant factors. If other assumptions had been used, stock-based compensation expense, as calculated and recorded under SFAS No. 123R, could have been affected. We based the expected life assumption on historical experience as well as the terms and vesting periods of the options granted. For purposes of determining expected volatility, we considered a rolling-average of historical volatility measured over a period approximately equal to the expected option term. The risk-free rate for periods that coincide with the expected life of the options is based on the U.S. Treasury Department yield curve in effect at the time of grant.

## 4. Earnings Per Common Share

Basic and diluted earnings per share were calculated using the following:

|  |  | Three months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ |  | $\begin{gathered} \text { April } 1 \\ 2006 \end{gathered}$ |
| Earnings (loss) per common share basic |  |  |  |  |  |
| Continuing operations |  |  | \$ 42,130 |  | \$ 43,071 |
| Discontinued operations |  |  | 143 |  | $(1,451)$ |
| Net income |  |  | \$ 42,273 |  | \$ 41,620 |
| Continuing operations |  |  | \$ 0.43 |  | \$ 0.43 |
| Discontinued operations |  |  |  |  | (0.01) |
| Basic earnings per common share |  |  | \$ 0.43 |  | \$ 0.42 |
| Earnings (loss) per common share diluted |  |  |  |  |  |
| Continuing operations |  |  | \$ 42,130 |  | \$ 43,071 |
| Discontinued operations |  |  | 143 |  | $(1,451)$ |
| Net income |  |  | \$ 42,273 |  | \$ 41,620 |


| Continuing operations | \$ | 0.42 | \$ | 0.42 |
| :---: | :---: | :---: | :---: | :---: |
| Discontinued operations |  |  |  | (0.01) |
| Diluted earnings per common share | \$ | 0.42 | \$ | 0.41 |
| Weighted average common shares outstanding basic |  | 98,966 |  | 00,493 |
| Dilutive impact of stock options and restricted stock |  | 1,305 |  | 1,999 |
| Weighted average common shares outstanding diluted |  | 00,271 |  | 02,492 |
| Stock options excluded from the calculation of diluted earnings per share because the exercise price was greater than the average market price of the common shares |  | 3,675 |  | 2,079 |

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## Pentair, Inc. and subsidiaries

## Notes to condensed consolidated financial statements (unaudited)

5. Acquisitions

On April 30, 2007, we acquired as part of our Water Group all of the capital interests in Porous Media, a privately held filtration and separation technologies business, for $\$ 225.0$ million, excluding transaction costs and subject to a post-closing net asset value adjustment. Porous Media s product portfolio includes high-performance filter media, membranes and related filtration products and purification systems for liquids, gases and solids for general industrial, petrochemical, refining and healthcare market segments among others. We announced the Porous Media acquisition on March 6, 2007.
On February 2, 2007, we acquired as part of our Water Group all the outstanding shares of capital stock of Jung Pumpen GmbH ( Jung ) for $\$ 230.2$ million, including a cash payment of $\$ 239.9$ million and transaction costs of $\$ 0.7$ million, less cash acquired of $\$ 10.4$ million. The purchase price is subject to a post-closing net asset value adjustment. Jung is a leading German manufacturer of wastewater products for municipal and residential markets. Jung brings us its strong application engineering expertise and a complementary product offering, including a new line of water re-use products, submersible wastewater and drainage pumps, wastewater disposal units and tanks. Jung also brings to Pentair its well-established European presence, a state-of-the-art training facility in Germany, and sales offices in Germany, Austria, France, Hungary, Poland and Slovakia. Goodwill recorded as part of the initial purchase price allocation was $\$ 103.2$ million, of which approximately $\$ 53$ million is tax deductible. We continue to evaluate the purchase price allocation for the Jung acquisition, including intangible assets, contingent liabilities, and property, plant and equipment. We expect to revise the purchase price allocation as better information becomes available. On April 12, 2006, we acquired as part of our Water Group the assets of Geyer s Manufacturing \& Design Inc. and FTA Filtration, Inc. (together Krystil Klear ), two privately-held companies, for $\$ 15.5$ million in cash. Krystil Klear expands our industrial filtration product offering to include a full range of steel and stainless steel tanks which house filtration solutions. Goodwill recorded as part of the purchase price allocation was $\$ 9.5$ million, all of which is tax deductible.
During 2006, we completed several other small acquisitions totaling $\$ 14.2$ million in cash and notes payable, adding to both our Water and Technical Products Groups. Total goodwill recorded as part of the initial purchase price allocations was $\$ 7.9$ million, of which $\$ 2.9$ million is tax deductible. We continue to evaluate the purchase price allocations for these acquisitions and expect to revise the purchase price allocations as better information becomes available.
The following pro forma condensed financial results of operations are presented as if the acquisitions described above (with the exception of Porous Media) had been completed at the beginning of each period.

|  | Three months ended |  |
| :---: | :---: | :---: |
|  | March 31 | April 1 |
| In thousands, except per-share data | 2007 | 2006 |
| Pro forma net sales from continuing operations | \$814,171 | \$795,334 |
| Pro forma net income from continuing operations | 42,403 | 43,933 |
| Pro forma earnings per common share continuing operations |  |  |
| Basic | \$ 0.43 | \$ 0.44 |
| Diluted | \$ 0.42 | \$ 0.43 |
| Weighted average common shares outstanding |  |  |
| Basic | 98,966 | 100,493 |
| Diluted | 100,271 | 102,492 |

These pro forma condensed consolidated financial results have been prepared for comparative purposes only and include certain adjustments, such as increased interest expense on acquisition debt. They do not reflect the effect of
costs or synergies that would have been expected to result from the integration of these acquisitions. The pro forma information does not purport to be indicative of the results of operations that actually would have resulted had the combination occurred at the beginning of each period presented, or of future results of the consolidated entities.

## 6. Discontinued Operations

Effective after the close of business on October 2, 2004, we completed the sale of our former Tools Group to The Black \& Decker Corporation ( BDK ). In January 2006, pursuant to the purchase agreement for the sale of our former Tools Group, we completed the repurchase of a manufacturing facility in Suzhou, China from BDK for approximately $\$ 5.7$ million. We recorded no gain or loss on the repurchase. In March 2006, we completed an outstanding net asset value arbitration with BDK relating to the purchase price for the sale of our former Tools Group. The decision by the arbitrator constituted a final resolution of all disputes between BDK and us regarding the net asset value. We paid the final net asset value purchase price adjustment pursuant to the purchase agreement of $\$ 16.1$ million plus interest of $\$ 1.1$ million in March 2006, resulting in an incremental pre-tax loss on disposal of discontinued operations of $\$ 3.4$ million or $\$ 1.6$ million net of tax.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
In 2001, we completed the sale of our former Service Equipment businesses (Century Mfg. Co./Lincoln Automotive Company) to Clore Automotive, LLC. In the fourth quarter of 2003, we reported an additional loss from discontinued operations of $\$ 2.9$ million related to exiting the remaining two facilities. In March 2006, we exited a leased facility from our former Service Equipment business resulting in a net cash outflow of $\$ 2.2$ million and an immaterial gain from disposition.
Operating results of the discontinued operations for the first quarter of 2007 and 2006 are summarized below:

|  | Three months ended <br> April $\mathbf{1}$ |  |
| :--- | :---: | :---: |
| In thousands | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |
| Gain (loss) on disposal of discontinued operations | $\$ 225$ | $\$(3,254)$ |
| Income tax (expense) benefit | $(82)$ | 1,803 |
| Gain (loss) on disposal of discontinued operations, net of tax | $\$ 143$ | $\$(1,451)$ |

## 7. Inventories

Inventories were comprised of:

|  | March 31 | December 31 <br> In thousands <br>  <br> Raw materials and supplies | April 1 <br> $\mathbf{2 0 0 7}$ |
| :--- | ---: | ---: | ---: |
| Work-in-process | $\$ 193,049$ | $\$ 186,508$ | $\$ 162,274$ |
| Finished goods | 56,978 | 55,141 | 49,590 |
|  | 163,151 | 157,208 | 163,755 |
| Total inventories |  |  |  |
|  | $\$ 413,178$ | $\$ 398,857$ | $\$ 375,619$ |

## 8. Comprehensive Income

Comprehensive income and its components, net of tax, were as follows:

|  | Three months ended <br> April 1 <br> March 31 | $\mathbf{2 0 0 7}$ |
| :--- | ---: | ---: |
| In thousands | $\$ 42,273$ | $\mathbf{2 0 0 6}$ |
| Net income | 15,926 | 3,620 |
| Changes in cumulative foreign currency translation adjustment <br> Changes in market value of derivative financial instruments classified as cash <br> flow hedges | $(237)$ | 1,563 |
| Comprehensive income | $\$ 57,962$ | $\$ 47,080$ |

## 9. Goodwill and Other Intangible Assets

Changes in the carrying amount of goodwill for the three months ended March 31, 2007 by segment were as follows:

In thousands $\quad$ Water $\quad$| Technical |
| :---: |
| Products | Consolidated

| Balance at December 31, 2006 | $\$ 1,449,460$ | $\$ 269,311$ | $\$ 1,718,771$ |
| :--- | ---: | ---: | ---: |
| Acquired | 100,841 |  | 100,841 |
| Purchase accounting adjustments | 748 | $(198)$ | 550 |
| Foreign currency translation | 5,584 | 4,613 | 10,197 |
|  |  |  |  |
| Balance at March 31, 2007 | $\$ 1,556,633$ | $\$ 273,726$ | $\$ 1,830,359$ |

The acquired goodwill relates to the Jung acquisition. The purchase accounting adjustments recorded during the first quarter of 2007 related to the Krystil Klear acquisition and other small acquisitions. We finalized our purchase price allocation for the Krystil Klear acquisition during the first quarter of 2007.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
Intangible assets, other than goodwill, were comprised of:

|  | March 31, 2007 |  |  | December 31, 2006 |  |  | April 1, 2006 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| In thousands | Gross carrying amount | Accum. amort | Net | Gross carrying amount | Accum. amort | Net | Gross carrying amount | Accum. amort | Net |
| Finite-life intangibles |  |  |  |  |  |  |  |  |  |
| Patents | \$ 15,437 | \$ (6,475) | \$ 8,962 | \$ 15,433 | \$ (6,001) | \$ 9,432 | \$ 15,455 | \$ $(4,589)$ | \$ 10,866 |
| Non-compete agreements | 4,022 | $(3,031)$ | 991 | 4,343 | $(3,091)$ | 1,252 | 3,940 | $(2,276)$ | 1,664 |
| Proprietary technology | 45,834 | $(9,056)$ | 36,778 | 45,755 | $(8,240)$ | 37,515 | 51,378 | $(6,195)$ | 45,183 |
| Customer relationships | 157,992 | $(18,403)$ | 139,589 | 110,616 | $(15,924)$ | 94,692 | 87,525 | $(10,077)$ | 77,448 |
| Total finite-life intangibles | \$ 223,285 | \$ $(36,965)$ | \$ 186,320 | \$ 176,147 | \$ $(33,256)$ | \$ 142,891 | \$ 158,298 | \$ $(23,137)$ | \$ 135,161 |
| Indefinite-life intangibles |  |  |  |  |  |  |  |  |  |
| Brand names | \$ 198,613 | \$ | \$ 198,613 | \$ 144,120 | \$ | \$ 144,120 | \$ 127,668 | \$ | \$ 127,668 |
| Total intangibles, net |  |  | \$ 384,933 |  |  | \$ 287,011 |  |  | \$ 262,829 |

Intangible asset amortization expense for the three months ended March 31, 2007 and April 1, 2006 was approximately $\$ 3.7$ million and $\$ 3.2$ million, respectively. The estimated future amortization expense for identifiable intangible assets during the remainder of 2007 and the next five years is as follows:

|  | $\mathbf{2 0 0 7}$ Q2 - <br> Q4 | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 2}$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| In thousands <br> Estimated amortization <br> expense | $\$ 12,301$ | $\$ 15,417$ | $\$ 15,172$ | $\$ 14,660$ | $\$ 14,451$ | $\$ 13,538$ |

## 10. Debt

Debt and the average interest rate on debt outstanding are summarized as follows:

|  | Average <br> interest |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | rate | Maturity | March 31 | December | 31 |
| In thousands |  | (Year) | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ | 2006 |

## March 31,

 2007| Commercial paper, maturing within 54 days | 5.75\% |  | \$ 243,267 | \$208,882 | \$ 166,261 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revolving credit facilities | 5.78\% | 2010 | 325,673 | 25,000 | 230,600 |
| Private placement fixed rate | 5.50\% | 2007-2013 | 135,000 | 135,000 | 135,000 |
| Private placement floating rate | 5.96\% | 2013 | 100,000 | 100,000 | 100,000 |
| Senior notes | 7.85\% | 2009 | 250,000 | 250,000 | 250,000 |
| Other | 4.17\% | 2007-2016 | 23,900 | 21,972 | 6,318 |
| Total contractual debt obligations |  |  | 1,077,840 | 740,854 | 888,179 |
| Interest rate swap monetization deferred income |  |  | 2,915 | 3,207 | 4,082 |
| Total debt, including current portion per balance sheet |  |  | 1,080,755 | 744,061 | 892,261 |
| Less: Current maturities |  |  | $(8,257)$ | $(7,625)$ | $(4,246)$ |
| Short-term borrowings |  |  | $(16,003)$ | $(14,563)$ |  |
| Long-term debt |  |  | \$ 1,056,495 | \$721,873 | \$888,015 |

We have a multi-currency revolving Credit Facility (the Credit Facility ) of \$800 million expiring on March 4, 2010. The interest rate on the loans under the Credit Facility is LIBOR plus $0.625 \%$. Interest rates and fees on the Credit Facility vary based on our credit ratings.
We are authorized to sell short-term commercial paper notes to the extent availability exists under the Credit Facility. We use the Credit Facility as back-up liquidity to support $100 \%$ of commercial paper outstanding. As of March 31, 2007, we had $\$ 243.3$ million of commercial paper outstanding that matures within 54 days. All of the commercial paper was classified as long-term as we have the intent and the ability to refinance such obligations on a long-term basis under the Credit Facility.

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## Pentair, Inc. and subsidiaries

## Notes to condensed consolidated financial statements (unaudited)

We were in compliance with all debt covenants as of March 31, 2007.
We have $\$ 35$ million of outstanding private placement debt maturing in May 2007. We classified this debt as long-term as of March 31, 2007 as we have the intent and ability to refinance such obligation on a long-term basis under the Credit Facility.
In addition to the Credit Facility, we have $\$ 25$ million of uncommitted credit facilities, under which we had \$16.0 million outstanding as of March 31, 2007.
Debt outstanding at March 31, 2007 matures on a calendar year basis as follows:

| In thousands | $\begin{gathered} \text { 2007 } \\ \text { Q2-Q4 } \end{gathered}$ | 2008 | 2009 | 2010 | 2011 | 2012 | Thereafter | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Contractual debt obligation maturities | \$22,050 | \$ 1,290 | \$250,255 | \$604,135 | \$75 | \$6 | \$200,029 | \$ 1,077,840 |
| Other maturities | 874 | 1,166 | 875 |  |  |  |  | 2,915 |
| Total maturities | \$22,924 | \$2,456 | \$251,130 | \$604,135 | \$75 | \$6 | \$200,029 | \$1,080,755 |

## 11. Derivatives and Financial Instruments <br> Cash-flow hedges

In September 2005, we entered into a $\$ 100$ million interest rate swap agreement with several major financial institutions to exchange variable rate interest payment obligations for fixed rate obligations without the exchange of the underlying principle amounts in order to manage interest rate exposures. The effective date of the fixed rate swap was April 25, 2006. The swap agreement has a fixed interest rate of $4.68 \%$ and expires in July 2013. The fixed interest rate of $4.68 \%$ plus the $.60 \%$ interest rate spread over LIBOR, results in an effective fixed interest rate of $5.28 \%$. The fair value of the swap was an asset of $\$ 1.4$ million at March 31, 2007 and is recorded in Other assets.
The variable to fixed interest rate swap is designated as and is effective as a cash-flow hedge. The fair value of this swap is recorded on the Condensed Consolidated Balance Sheets, with changes in fair value included in other comprehensive income (OCI). Derivative gains and losses included in OCI are reclassified into earnings at the time the related interest expense is recognized or the settlement of the related commitment occurs.
In anticipation of issuing new debt in the second quarter of 2007 and to partially hedge the risk of future increases to the treasury rate, we entered into an agreement on March 30, 2007 to lock in existing ten-year rates on $\$ 200$ million. The treasury rate was fixed at $4.64 \%$ and the agreement was settled on May 3, 2007.
The treasury rate lock agreement was designated as and was effective as a cash-flow hedge. The treasury rate lock agreement was settled at an interest rate of $4.67 \%$ and the corresponding settlement benefit of $\$ 0.5$ million will be included in OCI in our Condensed Consolidated Balance Sheets, and will be recognized in earnings over the life of the debt after issuance. The agreement had no value at March 31, 2007.

## 12. Income Taxes

The provision for income taxes consists of provisions for federal, state and foreign income taxes. We operate in an international environment with operations in various locations outside the U.S. Accordingly, the consolidated income tax rate is a composite rate reflecting the earnings in the various locations and the applicable rates.
The effective income tax rate for the three months ended March 31, 2007 was $35.2 \%$ compared to $34.0 \%$ for the three months ended April 1, 2006. The first quarter 2006 effective tax included a $\$ 0.9$ million favorable adjustment related to a prior year tax return. We expect the effective tax rate for the remainder of 2007 to be between $35.0 \%$ and $35.5 \%$, resulting in a full year effective income tax rate of between $35.0 \%$ and $35.5 \%$. However, we continue to actively pursue initiatives to reduce our effective tax rate. The tax rate in any quarter can be affected positively or negatively by adjustments that are required to be reported in the specific quarter of resolution.

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We adopted the provisions of FIN 48 on January 1, 2007. As a result of the implementation of FIN 48, we recorded an adjustment to decrease retained earnings by $\$ 2.9$ million.
Subsequent to the adjustment to retained earnings of $\$ 2.9$ million, our total liability for unrecognized tax benefits as of January 1, 2007, the date of adoption, was $\$ 15.0$ million, which if recognized, would affect our effective tax rate. Included in the total liability for unrecognized tax benefits of $\$ 15.0$ million at the date of adoption was $\$ 1.8$ million related to discontinued operations, which, if recognized, would affect the effective tax rate for discontinued operations.
We record penalties and interest related to unrecognized tax benefits in Provision for income taxes and Net interest expense, respectively, which is consistent with our past practices. As of January 1, 2007, we had recorded approximately $\$ .3$ million for the possible payment of penalties and $\$ 1.5$ million related to the possible payment of interest.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
We or one of our subsidiaries files income tax returns in the United States ( U.S. ) federal jurisdiction, various U.S. state jurisdictions and foreign jurisdictions. With few exceptions, we are no longer subject to U.S. federal, state and local, or foreign income tax examinations by tax authorities for years prior to 2002. The Internal Revenue Service (IRS) has audited us through 2003, and has completed a tax return survey of our 2004 federal income tax return. During the first quarter of 2007, our total liability for unrecognized tax benefits did not materially increase or decrease. It is reasonably possible that this gross liability for unrecognized tax benefits will decrease by $\$ 2.0$ million during the next twelve months as a result of audits and the expiration of statutes of limitations in various jurisdictions.

## 13. Benefit Plans

Components of net periodic benefit cost for the three months ended March 31, 2007 and April 1, 2006 were as follows:

|  | Three months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Pension benefits |  | Post-retirement |  |
|  | March 31 | April 1 | March 31 | April 1 |
| In thousands | 2007 | 2006 | 2007 | 2006 |
| Service cost | \$ 4,331 | \$ 4,512 | \$ 146 | \$ 184 |
| Interest cost | 7,891 | 7,343 | 746 | 799 |
| Expected return on plan assets | $(7,133)$ | $(6,974)$ |  |  |
| Amortization of transition obligation | 35 | 31 |  |  |
| Amortization of prior year service cost (benefit) | 40 | 77 | (62) | (59) |
| Recognized net actuarial loss | 799 | 1,009 | (355) | (212) |
| Net periodic benefit cost | \$ 5,963 | \$ 5,998 | \$ 475 | \$ 712 |

## 14. Business Segments

Financial information by reportable segment for the three months ended March 31, 2007 and April 1, 2006 is shown below:

|  | Three months ended |  |
| :---: | :---: | :---: |
| In thousands | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | April 1 <br> 2006 |
| Net sales to external customers |  |  |
| Water | \$555,412 | \$517,169 |
| Technical Products | 252,583 | 254,220 |
| Consolidated | \$807,995 | \$771,389 |
| Intersegment sales |  |  |
| Water | \$ 214 | \$ 50 |
| Technical Products | 896 | 889 |
| Other | $(1,110)$ | (939) |
| Consolidated | \$ | \$ |

Operating income (loss)

| Water | $\$ 60,879$ | $\$ 55,587$ |
| :--- | :---: | :---: |
| Technical Products | 31,631 | 37,704 |
| Other | $(12,357)$ | $(14,735)$ |
|  |  |  |
| Consolidated | $\$ 80,153$ | $\$ 78,556$ |

Other operating loss is primarily composed of unallocated corporate expenses, costs related to our captive insurance subsidiary and our intermediate finance companies, and intercompany eliminations.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
15. Warranty

The changes in the carrying amount of service and product warranties for the three months ended March 31, 2007 and April 1, 2006 were as follows:

| In thousands | March 31 <br> $\mathbf{2 0 0 7}$ | April 1 <br> $\mathbf{2 0 0 6}$ |
| :--- | :---: | ---: |
| Balance at beginning of the year | $\$ 34,093$ | $\$ 33,551$ |
| Service and product warranty provision | 12,233 | 9,415 |
| Payments | $(14,752)$ | $(10,777)$ |
| Acquired | 1,116 | 49 |
| Translation | 76 | 49 |
| Balance at end of the period | $\$ 32,766$ | $\$ 32,238$ |

## 16. Commitments and Contingencies

## Environmental and Litigation

There have been no further material developments from the disclosures contained in our 2006 Annual Report on Form 10-K.

## Horizon Litigation

Twenty-eight separate lawsuits involving 29 primary plaintiffs, a class action, and claims for indemnity by Celebrity Cruise Lines, Inc. ( Celebrity ) were brought against Essef Corporation ( Essef ) and certain of its subsidiaries prior to our acquisition of Essef in August 1999. The claims against Essef and its involved subsidiaries were based upon the allegation that Essef designed, manufactured, and marketed two sand swimming pool filters that were installed as a part of the spa system on the Horizon cruise ship, and allegations that the spa and filters contained Legionnaire s disease bacteria that infected certain passengers on cruises from April 1994 through July 1994.
The individual and class claims by passengers were tried and resulted in an adverse jury verdict finding liability on the part of the Essef defendants ( $70 \%$ ) and Celebrity and its sister company, Fantasia (together $30 \%$ ). After expiration of post-trial appeals, we paid all outstanding punitive damage awards of $\$ 7.0$ million in the Horizon cases, plus interest of approximately $\$ 1.6$ million, in January 2004. All of the personal injury cases have now been resolved through either settlement or judgment.
The only remaining unresolved claims in this case were those brought by Celebrity for damages resulting from the outbreak. Celebrity filed an amended complaint seeking attorney fees and costs for prior litigation as well as out-of-pocket losses, lost profits, and loss of business enterprise value. On June 28, 2006, a jury returned a verdict against the Essef defendants in the total amount of $\$ 193.0$ million for its claims for out-of-pocket expenses ( $\$ 10.4$ million), lost profits ( $\$ 47.6$ million) and lost enterprise value ( $\$ 135.0$ million). The verdict was exclusive of pre-judgment interest and attorneys fees.
On January 17, 2007, the Court ruled on our post-trial motions, granting judgment in our favor as a matter of law with respect to Celebrity s claim for lost enterprise value ( $\$ 135.0$ million). The Court also granted a new trial with respect to lost profits ( $\$ 47.6$ million). In addition, the Court denied without prejudice our claim for contribution to reduce Celebrity s recovery by $30 \%$ to account for its contributory negligence, with leave to renew the motion following retrial. The trial of this matter has been scheduled for June 2007.
Celebrity s claim for lost profits at trial amounted to approximately $\$ 60$ million. We believe that actual lost profits suffered, if any, are substantially less. In a new trial, there remain questions of causation, contribution and proof of damages to be determined. We intend to vigorously defend against Celebrity s claims. We cannot predict whether Celebrity will appeal the ruling on lost enterprise value, nor whether and to what extent Essef may eventually be found liable on Celebrity s claims.

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Several issues have not been decided by the Court, including whether Celebrity is entitled to recovery of its attorneys fees and related costs in the passenger claims phase of the case ( $\$ 4.1$ million), and, with respect to pre-judgment interest, the length of the interest period and the rate of interest on any eventual judgment. We have assessed the impact of the ruling on our previously established reserves for this matter and, based on information available at this time, have not changed our reserves following this ruling, except to take into account quarterly interest accruals. We believe that any judgment we pay in this matter would be tax-deductible in the year paid or in subsequent years. In addition to the impact of any loss on this matter on our earnings per share when recognized, we may need to borrow funds from our banks or other sources to pay any judgment finally determined after exhaustion of all appeals. We expect that we would have available adequate funds to allow us to do so, based on discussions with our lending sources and our estimates of the results of our business operations over the foreseeable future.

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)

## 17. Financial Statements of Subsidiary Guarantors

The $\$ 250$ million Senior Notes due 2009 are jointly and severally guaranteed by domestic subsidiaries (the Guarantor Subsidiaries ), each of which is directly or indirectly wholly-owned by Pentair (the Parent Company ). The following supplemental financial information sets forth the condensed consolidated balance sheets as of March 31, 2007, December 31, 2006 and April 1, 2006, the related condensed consolidated statements of income for the three-months ended March 31, 2007 and April 1, 2006, and statements of cash flows for the three-months ended March 31, 2007 and April 1, 2006, for the Parent Company, the Guarantor Subsidiaries, the non-guarantor subsidiaries and total consolidated Pentair and subsidiaries.

## Pentair, Inc. and Subsidiaries <br> Unaudited Condensed Consolidated Statements of Income <br> For the three months ended March 31, 2007

| In thousands | Parent <br> Company | Guarantor Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ | \$639,591 | \$ 212,432 | \$ $(44,028)$ | \$807,995 |
| Cost of goods sold |  | 457,197 | 157,015 | $(43,620)$ | 570,592 |
| Gross profit |  | 182,394 | 55,417 | (408) | 237,403 |
| Selling, general and administrative | 4,204 | 99,249 | 39,255 | (408) | 142,300 |
| Research and development |  | 11,507 | 3,443 |  | 14,950 |
| Operating (loss) income | $(4,204)$ | 71,638 | 12,719 |  | 80,153 |
| Net interest (income) expense | $(14,044)$ | 29,715 | (551) |  | 15,120 |
| Income from continuing operations before income taxes | 9,840 | 41,923 | 13,270 |  | 65,033 |
| Provision for income taxes | 3,416 | 15,009 | 4,478 |  | 22,903 |
| Income from continuing operations | 6,424 | 26,914 | 8,792 |  | 42,130 |
| Gain on disposal of discontinued operations, net of tax | 143 |  |  |  | 143 |
| Net income | \$ 6,567 | \$ 26,914 | \$ 8,792 | \$ | \$ 42,273 |

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Pentair, Inc. and subsidiaries
Notes to condensed consolidated financial statements (unaudited)
Pentair, Inc. and Subsidiaries
Unaudited Condensed Consolidated Balance Sheets
March 31, 2007

In thousands

## Assets

Current assets
Cash and cash equivalents
Accounts and notes receivable, net
Inventories
Deferred tax assets
Prepaid expenses and other current assets

Total current assets
$\$ \quad 6,980$
\$ 4,830
\$ 52,420
\$
\$ 64,230
Parent Guarantor Non-Guarantor
Company Subsidiaries Subsidiaries
Eliminations Consolidated

Property, plant and equipment, net

Other assets
Investments in subsidiaries
Goodwill
Intangibles, net
Other
Total other assets
Total assets
$\quad$ Liabilities and
Shareholders Equity
Current liabilities

| Short-term borrowings | \$ |  | \$ |  | \$ | 16,003 | \$ |  | \$ | 16,003 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current maturities of |  |  |  |  |  |  |  |  |  |  |
| long-term debt |  | 1,167 |  | 257 |  | 284,178 |  | $(277,345)$ |  | 8,257 |
| Accounts payable |  | 4,956 |  | 153,312 |  | 102,185 |  | $(51,740)$ |  | 208,713 |
| Employee compensation and benefits |  | 9,942 |  | 39,559 |  | 36,240 |  |  |  | 85,741 |
| Current pension and retirement medical benefits |  | 7,918 |  |  |  |  |  |  |  | 7,918 |
| Accrued product claims and warranties |  |  |  | 27,225 |  | 15,541 |  |  |  | 42,766 |
| Income taxes |  | 327 |  | 8,628 |  | 4,570 |  |  |  | 13,525 |


| Accrued rebates and sales incentives |  | 25,898 | 5,395 |  | 31,293 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other current liabilities | 22,516 | 48,764 | 29,456 | $(9,334)$ | 91,402 |
| Total current liabilities | 46,826 | 303,643 | 493,568 | $(338,419)$ | 505,618 |
| Other liabilities |  |  |  |  |  |
| Long-term debt | 1,017,017 | 1,786,863 | 57,081 | $(1,804,466)$ | 1,056,495 |
| Pension and other retirement compensation | 124,496 | 28,245 | 60,771 |  | 213,512 |
| Post-retirement medical and other benefits | 22,795 | 49,986 |  | $(25,380)$ | 47,401 |
| Long-term income taxes payable | 14,412 |  |  |  | 14,412 |
| Deferred tax liabilities | 3,123 | 161,359 | 32,183 | $(85,559)$ | 111,106 |
| Due to / (from) affiliates | $(540,814)$ | 102,947 | 525,319 | $(87,452)$ |  |
| Other non-current liabilities | 30,400 | 7,157 | 48,355 |  | 85,912 |
| Total liabilities | 718,255 | 2,440,200 | 1,217,277 | (2,341,276) | 2,034,456 |
| Shareholders equity | 1,705,857 | 318,489 | 185,327 | $(503,816)$ | 1,705,857 |
| Total liabilities and shareholders equity | \$2,424,112 | \$2,758,689 | \$ 1,402,604 | \$(2,845,092) | \$3,740,313 |

## Table of Contents

## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)

Pentair, Inc. and Subsidiaries Unaudited Condensed Consolidated Statements of Cash Flows

For the three months ended March 31, 2007
In thousands

Operating activities
Net income
Adjustments to reconcile net income to net cash provided by (used for) operating activities: Gain on disposal of discontinued operations

$$
(143)
$$

Depreciation 300
Amortization
Deferred income taxes
Stock compensation
Excess tax benefit from stock-based compensation \$ 6567
\$ 26,914
\$ 8,792
\$
\$ 42,273

Intercompany dividends
Changes in assets and liabilities, net of effects of
business acquisitions and dispositions
Accounts and notes receivable

## Inventories

| 11,062 | $(88,833)$ | $(23,553)$ | 1,937 | $(99,387)$ |
| :---: | :---: | :---: | :---: | :---: |
|  | $(7,051)$ | 670 |  | $(6,381)$ |
| 16,481 | 7,984 | $(26,213)$ | $(7,022)$ | $(1,971)$ |
| $(9,300)$ | $(2,133)$ | 21,290 |  | $(13,880)$ |
| $(5,312)$ | $(8,943)$ | 1,174 |  | $(1,4031)$ |
|  |  |  |  | $(1,448)$ |
|  | $(1,729)$ | 326 | $(7,638)$ |  |
| $(1,806)$ | 6,942 | $(6,584)$ |  | 4,061 |
| $2,134)$ | $(12,625)$ | 8,060 |  | 1,167 |

Net cash provided by (used for) continuing operations 14,399
$(64,181)$
$(7,892)$
5
$(57,669)$
Net cash provided by (used for) operating activities of discontinued operations (143) 143

$$
14,256 \quad(64,181)
$$

5
$(57,669)$

Net cash provided by (used for) operating activities

## Investing activities

Capital expenditures
Proceeds from sale of property and equipment
Acquisitions, net of cash acquired
Investment in subsidiaries
Net cash (used for) provided by investing activities
$(328,196)$
62,800
17,284
(5)
$(18,865)$
1,329
$(230,581)$

Financing activities
Net short-term borrowings (repayments)
Proceeds from long-term debt
Repayment of long-term debt
Proceeds from exercise of stock options
Repurchases of common stock
Excess tax benefits from stock-based compensation
Dividends paid
Net cash provided by financing activities

Effect of exchange rate changes on cash

Change in cash and cash equivalents
Cash and cash equivalents, beginning of period

Cash and cash equivalents, end of period
\$ 6,980
\$ 4,830

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)
Pentair, Inc. and Subsidiaries
Unaudited Condensed Consolidated Statements of Income
For the three months ended April 1, 2006

| In thousands | Parent <br> Company | Guarantor <br> Subsidiaries | Non-Guarantor Subsidiaries | Eliminations | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales | \$ | \$633,060 | \$ 181,285 | \$ $(42,956)$ | \$771,389 |
| Cost of goods sold | 125 | 459,223 | 132,073 | $(42,540)$ | 548,881 |
| Gross profit | (125) | 173,837 | 49,212 | (416) | 222,508 |
| Selling, general and administrative | 6,221 | 93,541 | 29,743 | (416) | 129,089 |
| Research and development |  | 11,784 | 3,079 |  | 14,863 |
| Operating (loss) income | $(6,346)$ | 68,512 | 16,390 |  | 78,556 |
| Net interest (income) expense | $(15,532)$ | 29,786 | (970) |  | 13,284 |
| Income from continuing operations before income taxes | 9,186 | 38,726 | 17,360 |  | 65,272 |
| Provision for income taxes | 3,192 | 13,036 | 5,973 |  | 22,201 |
| Income from continuing operations | 5,994 | 25,690 | 11,387 |  | 43,071 |
| Loss on disposal of discontinued operations, net of tax | $(1,451)$ |  |  |  | $(1,451)$ |
| Net income | \$ 4,543 | \$ 25,690 | \$ 11,387 | \$ | \$ 41,620 |

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Pentair, Inc. and subsidiaries
Notes to condensed consolidated financial statements (unaudited)
Pentair, Inc. and Subsidiaries
Unaudited Condensed Consolidated Balance Sheets
April 1, 2006

In thousands
Assets
Current assets
Cash and cash equivalents
Accounts and notes receivable, net
Inventories
Deferred tax assets
Prepaid expenses and other current assets

Total current assets
Property, plant and equipment, net

Other assets

| Investments in subsidiaries | $1,982,627$ | 43,937 | 90,489 | $(2,117,053)$ | $1,723,952$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Goodwill |  | $1,490,950$ | 233,002 |  | 262,829 |
| Intangibles, net | 55,077 | 240,062 | 22,767 |  | 67,561 |
| Other | 6,517 | 5,967 |  |  |  |
|  |  |  |  |  |  |
| Total other assets | $2,037,704$ | $1,781,466$ | 352,225 | $(2,117,053)$ | $2,054,342$ |
| Total assets | $\$ 2,127,826$ | $\$ 2,771,058$ | $\$ 725,481$ | $\$(2,235,682)$ | $\$ 3,388,683$ |


| Liabilities and Shareholders Equity |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current liabilities |  |  |  |  |  |  |  |  |  |  |
| Current maturities of long-term debt | \$ | 1.166 | \$ | 231 | \$ | 22,783 | \$ | $(19.934)$ | \$ | 4,246 |
| Accounts payable |  | 1,289 |  | 163,160 |  | 89,954 |  | $(47,875)$ |  | 206,528 |
| Employee compensation and benefits |  | 9,203 |  | 39,137 |  | 27,196 |  |  |  | 75,536 |
| Accrued product claims and warranties |  |  |  | 27,398 |  | 14,840 |  |  |  | 42,238 |
| Income taxes |  | 8,594 |  | 7,496 |  | 11,105 |  |  |  | 27,195 |
| Accrued rebates and sales incentives |  |  |  | 21,558 |  | 1,795 |  |  |  | 23,353 |
| Other current liabilities |  | 21,902 |  | 54,829 |  | 22,450 |  | $(4,763)$ |  | 94,418 |


| Total current liabilities | 42,154 | 313,809 | 190,123 | $(72,572)$ | 473,514 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other liabilities |  |  |  |  |  |
| Long-term debt | 884,777 | 1,786,622 | 13,146 | $(1,796,530)$ | 888,015 |
| Pension and other retirement compensation | 78,471 | 29,390 | 50,674 |  | 158,535 |
| Post-retirement medical and other benefits | 23,807 | 50,005 |  |  | 73,812 |
| Deferred tax liabilities |  | 162,860 | 26,066 | $(65,263)$ | 123,663 |
| Due to / (from) affiliates | $(527,961)$ | 205,621 | 242,104 | 80,236 |  |
| Other non-current liabilities | 31,886 | 2,682 | 41,884 |  | 76,452 |
| Total liabilities | 533,134 | 2,550,989 | 563,997 | $(1,854,129)$ | 1,793,991 |
| Shareholders equity | 1,594,692 | 220,069 | 161,484 | $(381,553)$ | 1,594,692 |
| Total liabilities and shareholders equity | \$2,127,826 | \$2,771,058 | \$ 725,481 | \$(2,235,682) | \$3,388,683 |
|  |  | 18 |  |  |  |

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)

Pentair, Inc. and Subsidiaries

Unaudited Condensed Consolidated Statements of Cash Flows
For the three months ended April 1, 2006

In thousands

Operating activities
Net income
Adjustments to reconcile net
income to net cash provided
by (used for) operating
activities:
Loss on disposal of discontinued operations

## Depreciation

Amortization
Deferred income taxes
Stock compensation
Excess tax benefit from stock-based compensation
Changes in assets and liabilities, net of effects of business acquisitions and dispositions
Accounts and notes receivable Inventories
Prepaid expenses and other
current assets

Accounts payable
Employee compensation and benefits
Accrued product claims and warranties
Income taxes
Other current liabilities
Pension and post-retirement benefits
Other assets and liabilities
Net cash provided by (used for) continuing operations
Net cash provided by (used for) operating activities of discontinued operations

$$
\begin{array}{lll}
5,042 & (111,048) & 13,704
\end{array}
$$

1,451
15,230
4,258
2,483
6,646
$(2,532)$
$(95,541)$
$(25,379)$
$(4,258)$
$(4,041)$
$(23,528)$
$(1,363)$
10,717
$(26,140)$
4,477
3,550
$(92,350)$

48
$(92,302)$

Net cash provided by (used for) operating activities

| Investing activities |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures |  |  | $(4,679)$ |  | $(4,375)$ |  | $(9,054)$ |
| Proceeds from sale of property and equipment |  |  | 31 |  | 48 |  | 79 |
| Acquisitions, net of cash acquired | $(1,941)$ |  | (217) |  |  |  | $(2,158)$ |
| Investment in subsidiaries | $(109,439)$ |  | 115,768 |  | $(6,329)$ |  |  |
| Divestitures | $(18,246)$ |  |  |  | $(5,761)$ |  | $(24,007)$ |
| Other | $(1,750)$ |  | (400) |  |  |  | $(2,150)$ |
| Net cash (used for) provided by investing activities | $(131,376)$ |  | 110,503 |  | $(16,417)$ |  | $(37,290)$ |
| Financing activities |  |  |  |  |  |  |  |
| Proceeds from long-term debt | 272,906 |  |  |  |  |  | 272,906 |
| Repayment of long-term debt | $(133,051)$ |  |  |  |  |  | $(133,051)$ |
| Proceeds from exercise of stock options | 2,577 |  |  |  |  |  | 2,577 |
| Excess tax benefits from stock-based compensation | 1,190 |  | 1,139 |  | 203 |  | 2,532 |
| Dividends paid | $(14,224)$ |  |  |  |  |  | $(14,224)$ |
| Net cash provided by financing activities | 129,398 |  | 1,139 |  | 203 |  | 130,740 |
| Effect of exchange rate changes on cash | (998) |  | 320 |  | 1,267 |  | 589 |
| Change in cash and cash equivalents | 2,066 |  | 914 |  | $(1,243)$ |  | 1,737 |
| Cash and cash equivalents, beginning of period | 3,004 |  | 4,362 |  | 41,134 |  | 48,500 |
| Cash and cash equivalents, end of period | \$ 5,070 | \$ | 5,276 |  | 39,891 | \$ | \$ 50,237 |

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Pentair, Inc. and subsidiaries
Notes to condensed consolidated financial statements (unaudited)
Pentair, Inc. and Subsidiaries
Unaudited Condensed Consolidated Balance Sheets
December 31, 2006

In thousands ASSETS

## Current assets

Cash and cash equivalents
Accounts and notes receivable,
net
Inventories

Deferred tax assets
Prepaid expenses and other current assets
\$ 8,810
\$ 6,550
\$ 39,460
\$
\$ 54,820
Parent Guarantor Non-Guarantor Company Subsidiaries Subsidiaries Eliminations Consolidated
Total current assets
Property, plant and

| equipment, net | 4,753 | 214,709 | 110,910 |
| :--- | :--- | :--- | :--- |

Other assets
Investments in subsidiaries
Goodwill
Intangibles, net
Other
Total other assets
Total assets
LIABILITIES AND
SHAREHOLDERS EQUITY

Current liabilities

| Short-term borrowings | \$ |  | \$ |  | \$ | 14,563 | \$ |  | \$ | 14,563 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current maturities of long-term debt |  | 1,167 |  | 258 |  | 34,649 |  | $(28,449)$ |  | 7,625 |
| Accounts payable |  | 3,053 |  | 158,294 |  | 94,709 |  | $(49,770)$ |  | 206,286 |
| Employee compensation and benefits |  | 12,388 |  | 48,447 |  | 28,047 |  |  |  | 88,882 |
| Current pension and post-retirement benefits |  | 7,918 |  |  |  |  |  |  |  | 7,918 |
| Accrued product claims and warranties |  |  |  | 28,955 |  | 15,138 |  |  |  | 44,093 |
| Income taxes |  | 48,462 |  | 1,685 |  | 4,389 |  | $(32,043)$ |  | 22,493 |


| Accrued rebates and sales incentives |  | 35,185 | 4,234 |  | 39,419 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Other current liabilities | 16,408 | 51,858 | 38,132 | $(16,395)$ | 90,003 |
| Total current liabilities | 89,396 | 324,682 | 233,861 | $(126,657)$ | 521,282 |
| Other liabilities |  |  |  |  |  |
| Long-term debt | 695,924 | 1,786,914 | 40,987 | $(1,801,952)$ | 721,873 |
| Pension and other retirement compensation | 121,680 | 27,470 | 58,526 |  | 207,676 |
| Post-retirement medical and other benefits | 23,143 | 50,079 |  | $(25,380)$ | 47,842 |
| Deferred tax liabilities | 3,200 | 161,360 | 30,780 | $(85,559)$ | 109,781 |
| Due to / (from) affiliates | $(453,623)$ | 65,884 | 270,531 | 117,208 |  |
| Other non-current liabilities | 31,908 | 7,322 | 47,296 |  | 86,526 |
| Total liabilities | 511,628 | 2,423,711 | 681,981 | (1,922,340) | 1,694,980 |
| Shareholders equity | 1,669,999 | 288,217 | 173,340 | $(461,557)$ | 1,669,999 |
| Total liabilities and shareholders equity | \$2,181,627 | \$2,711,928 | \$855,321 | \$(2,383,897) | \$3,364,979 |

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## Pentair, Inc. and subsidiaries

Notes to condensed consolidated financial statements (unaudited)

## 18. Subsequent Event

On April 9, 2007, we entered into a $\$ 250$ million 364-day Term Loan Agreement (the Facility ) with Bank of America, N.A., and JPMorgan Chase Bank, N.A. Each lender has made $\$ 125$ million available to us under the Facility. On April 30, 2007, we used $\$ 225.0$ million of borrowings under the Facility to pay the cash purchase price of the Porous Media acquisition and the balance of the funds under the Facility were drawn for other corporate purposes. We announced the Porous Media acquisition on March 6, 2007.
On April 30, 2007, we acquired as part of our Water Group all of the capital interests in Porous Media, a privately held filtration and separation technologies business, for $\$ 225.0$ million, excluding transaction costs and subject to a post-closing net asset value adjustment. Porous Media s product portfolio includes high-performance filter media, membranes and related filtration products and purification systems for liquids, gases and solids for general industrial, petrochemical, refining and healthcare market segments among others.
On May 3, 2007, we settled a treasury rate lock agreement that we entered into on March 30, 2007 to lock in existing ten-year rates on $\$ 200$ million of anticipated new debt. Under this agreement, the treasury rate on such debt was fixed at $4.64 \%$. The agreement was settled at an interest rate of $4.67 \%$ and the corresponding settlement benefit of $\$ 0.5$ million will be included in OCI in our Condensed Consolidated Balance Sheets, and will be recognized in earnings over the life of the debt after issuance.

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## ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS <br> FORWARD-LOOKING STATEMENTS

This report contains statements that we believe to be forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements give our current expectations or forecasts of future events. Forward-looking statements generally can be identified by the use of forward-looking terminology such as may, will, expect, intend, estimate, anticipate, believe, project, or continue, or the negative thereo From time to time, we also may provide oral or written forward-looking statements in other materials we release to the public. Any or all of our forward-looking statements in this report and in any public statements we make could be materially different from actual results. They can be affected by assumptions we might make or by known or unknown risks or uncertainties. Consequently, we cannot guarantee any forward-looking statements. Investors are cautioned not to place undue reliance on any forward-looking statements. Investors should also understand that it is not possible to predict or identify all such factors and should not consider the following list to be a complete statement of all potential risks and uncertainties.
The following factors and those discussed in ITEM 1A, Risk Factors, included in our 2006 Annual Report on Form
10-K may impact the achievement of forward-looking statements:
changes in general economic and industry conditions, such as:
$\S$ the strength of product demand and the markets we serve;
$\S$ the intensity of competition, including that from foreign competitors;
§ pricing pressures;
§ market acceptance of new product introductions and enhancements;
$\S$ the introduction of new products and enhancements by competitors;
$\S$ our ability to maintain and expand relationships with large customers;
$\S$ our ability to source raw material commodities from our suppliers without interruption and at reasonable prices;
$\S$ our ability to source components from third parties, in particular from foreign manufacturers, without interruption and at reasonable prices; and
$\S$ the financial condition of our customers;
our ability to successfully limit damages arising out of the Horizon litigation;
our ability to identify, complete, and integrate acquisitions successfully and to realize expected synergies on our anticipated timetable;
changes in our business strategies, including acquisition, divestiture, and restructuring activities;
domestic and foreign governmental and regulatory policies;
general economic and political conditions, such as political instability, the rate of economic growth in our principal geographic or product markets, or fluctuations in exchange rates;
changes in operating factors, such as continued improvement in manufacturing activities and the achievement of related efficiencies, cost reductions, and inventory risks due to shifts in market demand and costs associated with moving production overseas;
our ability to generate savings from our excellence in operations initiatives consisting of lean enterprise, supply management and cash flow practices;
unanticipated developments that could occur with respect to contingencies such as litigation, intellectual property matters, product liability exposures and environmental matters;
our ability to accurately evaluate the effects of contingent liabilities such as tax, product liability, environmental, and other claims; and
our ability to access capital markets and obtain anticipated financing under favorable terms.
The foregoing factors are not exhaustive, and new factors may emerge or changes to the foregoing factors may occur that would impact our business. We assume no obligation, and disclaim any duty, to update the forward-looking statements in this report.

## Overview

We are a focused diversified industrial manufacturing company comprised of two operating segments: Water and Technical Products. Our Water Group is a global leader in providing innovative products and systems used worldwide in the movement, storage, treatment, and enjoyment of water. Our Technical Products Group is a leader in the global enclosures and thermal management markets, designing and manufacturing standard, modified, and custom enclosures that house and protect sensitive electronics and electrical components; thermal management products; and accessories. In 2007, we expect our Water Group and Technical Products Group to generate approximately $70 \%$ and $30 \%$ of total revenues, respectively.
Our Water Group has progressively become a more important part of our business portfolio with sales increasing from approximately $\$ 125$ million in 1995 to approximately $\$ 2.2$ billion in 2006 . We believe the water industry is structurally attractive as a result of a growing demand for clean water and the large global market size (of which we have identified a target market totaling $\$ 60$ billion). Our vision is to be a leading global provider of innovative products and systems used in the movement, storage, treatment, and enjoyment of water.
Our Technical Products Group operates in a large global market with significant potential for growth in industry segments such as defense, security, medical, and networking. We believe we have the largest enclosures industrial and commercial distribution network in North America and the highest enclosures brand recognition in the industry in North America. From mid-2001 through 2003, the Technical Products Group experienced significantly lower sales volumes as a result of severely reduced capital spending in the industrial and

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commercial markets and over-capacity and weak demand in the datacommunication and telecommunication markets. From 2004 through 2006, sales volumes increased due to the addition of new distributors, new products, and higher demand in targeted markets.

## Key Trends and Uncertainties

The following trends and uncertainties affected our financial performance in the first three months of 2007 and will likely impact our results in the future:

The housing market and new pool starts slowed dramatically in the first quarter of 2007 and also shrank in the last three quarters of 2006. We believe that construction of new homes and new pools starts in North America affects approximately $25 \%$ of the sales of our Water Group, especially for our pool and spa businesses. This downturn will likely have an adverse impact on our revenues for the remainder of 2007.
The telecommunication equipment market, particularly in North America, has slowed over the past three quarters and impacted our North American electronics sales within our Technical Products Group. In the first quarter of 2007, North American electronics sales declined approximately $25 \%$ from the year earlier period. The revenue decrease is attributable to telecommunication industry consolidation (which has delayed enclosure product sales) and some datacommunication OEM programs reaching end-of-life. This weakness is anticipated to continue into our second quarter.
We experience seasonal demand in a number of markets within our Water Group. End-user demand for pool equipment follows warm weather trends and is at seasonal highs from April to August. The magnitude of the sales spike is partially mitigated by employing some advance sales early buy programs (generally including extended payment terms and/or additional discounts). Demand for residential and agricultural water systems is also impacted by economic conditions and weather patterns, particularly by heavy flooding and droughts.
We expect our operations to continue to benefit from our PIMS initiatives, which include strategy deployment; lean enterprise with special focus on sourcing and supply management, cash flow management, and lean operations; and IGNITE, our process to drive organic growth.
We are experiencing material cost and other inflation in a number of our businesses. We are striving for greater productivity improvements and implementing selective increases in selling prices to help mitigate cost increases in base materials such as stainless steel and carbon steel and other costs such as health care and other employee benefit costs.
We have a long-term goal to consistently generate free cash flow that equals or exceeds $100 \%$ conversion of our net income. Free cash flow, which we define as cash flow from operating activities less capital expenditures plus proceeds from sale of property and equipment, exceeded $\$ 200$ million for the fourth consecutive year in 2005 and was $\$ 181$ million in 2006. See our discussion of Other financial measures under the caption Liquidity and Capital Resources of this report.
We experienced favorable foreign currency effects on net sales in the first three months of 2007. Our currency effect is primarily for the U.S. dollar against the euro, which may or may not trend favorably in the future. The effective tax rate for the first three months of 2007 was $35.2 \%$. We estimate our effective income tax rate for the remainder of 2007 to be between $35.0 \%$ and $35.5 \%$, resulting in a full year effective income tax rate of between $35.0 \%$ and $35.5 \%$. We continue to actively pursue initiatives to reduce our effective tax rate. The tax rate in any quarter can be affected positively or negatively by adjustments that are required to be reported in the specific quarter of resolution.

## Outlook

In 2007, our operating objective is to increase our return on invested capital by:
Continuing to drive operating excellence through lean enterprise initiatives, with special focus on sourcing and supply management, cash flow management, and lean operations;
Continuing the integration of acquisitions and realizing identified synergistic opportunities;
Continuing proactive talent development, particularly in international management and other key functional areas; Achieving organic sales growth (in excess of market growth rates), particularly in international markets; and Continuing to make strategic acquisitions to grow and expand our existing platforms in our Water and Technical Products Groups.

The ability to achieve our operating objectives will depend, to a certain extent, on factors outside our control. See
Forward-looking statements in this report and Risk Factors under ITEM 1A in our 2006 Annual Report on Form 10-K.

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## RESULTS OF OPERATIONS

## Net sales

Consolidated net sales and the change from the prior year period were as follows:

|  | March 31 | Three months ended <br> April 1 |  | \% |
| :--- | :---: | :---: | :---: | ---: |
| In thousands | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ | \$ change | change |
| Net sales | $\$ 807,995$ | $\$ 771,389$ | $\$ 36,606$ | $4.7 \%$ |

The components of the net sales change in 2007 from 2006 were as follows:

|  | \% Change from <br> $\mathbf{2 0 0 6}$ |
| :--- | :---: |
| Percentages | First quarter |
| Volume | 0.9 |
| Price | 2.3 |
| Currency | 1.5 |
| Total | 4.7 |

## Consolidated net sales

The 4.7 percent increase in consolidated net sales in the first quarter of 2007 from 2006 was primarily driven by: an increase in sales volume due to our February 2, 2007 acquisition of Jung Pumpen GmbH ( Jung ); and organic sales growth of approximately 2 percent (excluding acquisitions and foreign currency exchange), which included selective increases in selling prices to mitigate inflationary cost increases:
§ higher sales of North American pool equipment due to shipments of fourth quarter 2006 early-buy program orders;
This increase was partially offset by:
§ lower Technical Products sales into electronics markets driven by mergers in the telecommunication equipment industry which have delayed buying activity and by datacommunication projects reaching end-of-life; and
§ lower sales of pump and filtration products related to the downturn in the North American residential housing market; and
favorable foreign currency effects.
Net sales by segment and the change from the prior year period were as follows:

|  | March 31 | Three months ended <br> April 1 |  | \% change |
| :--- | :---: | :---: | :---: | :---: | | change |
| :---: |

## Water

The 7.4 percent increase in Water Group net sales in the first quarter of 2007 from 2006 was primarily driven by: organic sales growth of approximately 4 percent (excluding acquisitions and foreign currency exchange), which included selective increases in selling prices to mitigate inflationary cost increases:
$\S$ an increase in sales of North American pool equipment driven by new products and a carryover of fourth quarter 2006 early-buy program orders into the first quarter;
§ continued growth in China and in other emerging markets in Asia-Pacific as well as continued success in penetrating markets in Europe and the Middle East;

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These increases were partially offset by:
§ lower sales of pump and filtration products related to the downturn in the North American residential housing market;
an increase in sales volume driven by our February 2, 2007 acquisition of Jung; and favorable foreign currency effects.

## Technical Products

The 0.6 percent decrease in Technical Product Group net sales in the first quarter 2007 from 2006 was primarily driven by:
lower sales into electronics markets driven by mergers in the telecommunication equipment industry which have delayed buying activity and by datacommunication projects reaching end-of-life.
These decreases were partially offset by:
an increase in sales into electrical markets, which includes selective increases in selling prices to mitigate inflationary cost increases;
a strong sales performance in Asia driven by continued penetration in China; and favorable foreign currency effects.

## Gross profit

|  | March 31 | Three months ended |  |  |
| :--- | :---: | :---: | :---: | :---: |
| \% of |  |  |  |  |
| In thousands | 2007 | sales | April 1 <br> 2006 | \% of <br> sales |
| Gross profit | $\$ 237,403$ | $29.4 \%$ | $\$ 222,508$ | $28.8 \%$ |
| Percentage Point Change |  | 0.6 pts |  |  |

The 0.6 percent increase in gross profit as a percentage of sales in the first quarter of 2007 from 2006 was primarily the result of:
selective increases in selling prices in our Water and Technical Products Groups to mitigate inflationary cost increases; and
savings generated from our PIMS initiatives including lean and supply management practices.
These increases were partially offset by:
inflationary increases related to raw materials and labor; and
higher cost as a result of a fair market value inventory step-up related to the Jung acquisition.

## Selling, general and administrative (SG\&A)



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an increase in amortization expense related to the intangible assets from the Jung acquisition.

## Research and development (R\&D)

|  | Three months ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| In thousands | $\begin{gathered} \text { March } 31 \\ 2007 \end{gathered}$ | \% of sales | $\begin{gathered} \text { April } 1 \\ 2006 \end{gathered}$ | \% of sales |
| R\&D | \$ 14,950 | 1.9\% | \$14,863 | 1.9\% |
| Percentage Point Change$R \& D$ expense as a percentage of sales in the first quarter of 2007 was consistent with the first quarter of 2006. |  |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |
| Waperating income |  |  |  |  |


|  | Three months ended |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| In thousands | March 31 <br> $\mathbf{2 0 0 7}$ | \% of <br> sales | April 1 <br> $\mathbf{2 0 0 6}$ | \% of <br> sales |
| Operating income | $\$ 60,879$ | $11.0 \%$ | $\$ 55,587$ | $10.8 \%$ |
| Percentage Point Change |  | 0.2 pts |  |  |

The 0.2 percentage point increase in Water Group operating income as a percentage of sales in the first quarter of 2007 from 2006 was primarily the result of:
selective increases in selling prices to mitigate inflationary cost increases; and
savings generated from our PIMS initiatives including lean and supply management practices.
These increases were partially offset by:
inflationary increases related to raw materials and labor; and
higher cost as a result of a fair market value inventory step-up related to the Jung acquisition.

## Technical Products

## In thousands

Operating income

| March 31 | Three months ended <br> 2007 of <br> sales | April 1 <br> $\mathbf{2 0 0 6}$ | \% of <br> sales |
| :---: | :--- | :--- | :--- |
| $\$ 31,631$ | $12.5 \%$ | $\$ 37,704$ | $14.8 \%$ |

## Percentage Point Change

(2.3) pts

The 2.3 percentage point decrease in Technical Products Group operating income as a percentage of sales in the first quarter of 2007 from 2006 was primarily the result of:
inflationary increases related to raw materials such as stainless steel and labor costs;
lower sales into electronics markets driven by mergers in the telecommunication equipment industry which have delayed buying activity and by datacommunication projects reaching end-of-life; and exit costs related to a previously announced 2001 French facility closure.
These decreases were partially offset by:
selective increases in selling prices to mitigate inflationary cost increases; and savings realized from the continued success of PIMS, including lean and supply management activities.

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Net interest expense

|  | Three months ended |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| In thousands | March 31 <br> April 1 <br> $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ | Difference | \% change |
| Net interest expense | $\$ 15,120$ | $\$ 13,284$ | $\$ 1,836$ | $13.8 \%$ |

The 13.8 percentage point increase in interest expense in the first quarter of 2007 from 2006 was primarily the result of:
an increase in outstanding debt primarily related to the Jung acquisition; and
an increase in interest rates in the first quarter of 2007 compared to the same period in 2006.

## Provision for income taxes from continuing operations

|  | Three months ended |  |
| :--- | :---: | :---: |
| In thousands | March 31 | April 1 |
|  | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ |
| Income before income taxes | $\$ 65,033$ | $\$ 65,272$ |
| Provision for income taxes | 22,903 | 22,201 |
| Effective tax rate | $35.2 \%$ | $34.0 \%$ |

The 1.2 percentage point increase in the effective tax rate in the first quarter of 2007 from 2006 was primarily the result of:
a favorable adjustment in the first quarter of 2006 related to a prior year tax return.
We estimate our effective income tax rate for the remaining quarters of this year will be between $35.0 \%$ and $35.5 \%$ resulting in a full year effective income tax rate of between $35.0 \%$ and $35.5 \%$.

## LIQUIDITY AND CAPITAL RESOURCES

Cash requirements for working capital, capital expenditures, equity investments, acquisitions, debt repayments, share repurchases, and dividend payments are generally funded from cash generated from operations, availability under existing committed revolving credit facilities, and in certain instances, public and private debt and equity offerings. We experience seasonal cash flows primarily due to seasonal demand in a number of markets within our Water Group. End-user demand for pool equipment follows warm weather trends and is at seasonal highs from April to August. The magnitude of the sales spike is partially mitigated by employing some advance sales early buy programs (generally including extended payment terms and/or additional discounts). Demand for residential and agricultural water systems is also impacted by weather patterns, particularly by heavy flooding and droughts.
The following table presents selected working capital measurements calculated from our monthly operating results based on a 13-month moving average:

|  | March | December |  |
| :--- | :---: | :---: | :---: |
| Days | $\mathbf{3 1}$ | $\mathbf{3 1}$ | April 1 |
|  | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 6}$ |
| Days of sales in accounts receivable | 54 | 54 | 55 |
| Days inventory on hand | 77 | 76 | 71 |
| Days in accounts payable | 56 | 56 | 56 |

## Operating activities

Cash used for operating activities was $\$ 57.7$ million in the first three months of 2007 compared with cash used for operating activities of $\$ 92.3$ million in the prior year comparable period. The decrease in cash used for operating activities was due primarily to lower cash used for working capital in the first quarter of 2007 versus the same period of last year. In the future, we expect our working capital ratios to improve as we are able to capitalize on our PIMS

## initiatives.

## Investing activities

Capital expenditures in the first three months of 2007 were $\$ 18.9$ million compared with $\$ 9.1$ million in the prior year period. We currently anticipate capital expenditures for fiscal 2007 will be approximately $\$ 70$ to $\$ 80$ million, primarily for capacity expansions in our low cost country manufacturing facilities, implementation of a unified business systems infrastructure in Europe, new product development, and general maintenance capital.

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On February 2, 2007, we acquired as part of our Water Group all the outstanding shares of capital stock of Jung Pumpen GmbH ( Jung ) for $\$ 230.2$ million, including a cash payment of $\$ 239.9$ million and transaction costs of $\$ 0.7$ million, less cash acquired of $\$ 10.4$ million. The purchase price is subject to a post-closing net asset value adjustment. Jung is a leading German manufacturer of wastewater products for municipal and residential markets. Jung brings us its strong application engineering expertise and a complementary product offering, including a new line of water re-use products, submersible wastewater and drainage pumps, wastewater disposal units and tanks. Jung also brings to Pentair its well-established European presence, a state-of-the-art training facility in Germany, and sales offices in Germany, Austria, France, Hungary, Poland and Slovakia. Goodwill recorded as part of the initial purchase price allocation was $\$ 103.2$ million, of which approximately $\$ 53$ million is tax deductible. We continue to evaluate the purchase price allocation for the Jung acquisition, including intangible assets, contingent liabilities, and property, plant and equipment. We expect to revise the purchase price allocation as better information becomes available. Divestiture activities during 2006 relate to the following: In January 2006, pursuant to the purchase agreement for the sale of our former Tools Group, we completed the repurchase of a manufacturing facility in Suzhou, China from The Black and Decker Corporation ( BDK ) for approximately $\$ 5.7$ million. We recorded no gain or loss on the repurchase. In March 2006, we completed an outstanding net asset value arbitration with BDK relating to the purchase price for the sale of our former Tools Group. The decision by the arbitrator constituted a final resolution of all disputes between BDK and us regarding the net asset value. We paid the final net asset value purchase price adjustment pursuant to the purchase agreement of $\$ 16.1$ million plus interest of $\$ 1.1$ million in March 2006, resulting in an incremental pre-tax loss on disposal of discontinued operations of $\$ 3.4$ million or $\$ 1.6$ million net of tax. Also in March 2006, we exited a leased facility from our former Service Equipment business resulting in a net cash outflow of $\$ 2.2$ million and an immaterial gain from disposition.

## Financing activities

Net cash provided by financing activities was $\$ 314.7$ million in the first three months of 2007 compared with $\$ 130.7$ million provided by financing activities in the prior year period. The increase primarily relates to the additional borrowings to fund the Jung acquisition. Financing activities included draw downs and repayments on our revolving credit facilities to fund our operations in the normal course of business, payments of dividends, cash used to repurchase Company stock, cash received from stock option exercises, and tax benefits related to stock-based compensation.
We have a multi-currency revolving Credit Facility (the Credit Facility ) of $\$ 800$ million expiring on March 4, 2010. We are authorized to sell short-term commercial paper notes to the extent availability exists under the Credit Facility. We use the Credit Facility as back-up liquidity to support $100 \%$ of commercial paper outstanding. As of March 31, 2007, we had $\$ 243.3$ million of commercial paper outstanding that matures within 54 days. All of the commercial paper was classified as long-term as we have the intent and the ability to refinance such obligations on a long-term basis under the Credit Facility.
We were in compliance with all debt covenants as of March 31, 2007.
In addition to the Credit Facility, we have $\$ 25$ million of uncommitted credit facilities, under which we had $\$ 16.0$ million outstanding as of March 31, 2007.
On April 9, 2007, we entered into a $\$ 250$ million 364-day Term Loan Agreement (the Facility ) with Bank of America, N.A., and JPMorgan Chase Bank, N.A. Each lender has made $\$ 125$ million available to us under the Facility. On April 30, 2007, we used $\$ 225.0$ million of borrowings under the Facility to pay the cash purchase price of the Porous Media acquisition and the balance of the funds under the Facility were drawn for other corporate purposes. We announced the Porous Media acquisition on March 6, 2007.
Our current credit ratings are as follows:

## Rating Agency

Standard \& Poor s
Moody s

## Long-Term Debt Rating

BBB
Baa3

## Current Rating Outlook

Negative
Stable

On March 7, 2007, Standard \& Poor s Ratings Services revised its current rating outlook on us from stable to negative. At the same time, Standard \& Poor s affirmed its long-term debt rating of BBB. Standard \& Poor s stated that the
outlook revision reflects the additional leverage and stress on credit metrics that will result from the announced acquisition of Porous Media. The negative outlook indicates the rating could be lowered if financial policies become more aggressive or if operating results are weaker than expected.
As of March 31, 2007, our capital structure consisted of $\$ 1,080.8$ million in total indebtedness and $\$ 1,705.9$ million in shareholders equity. The ratio of debt-to-total capital at March 31, 2007 was 38.8 percent, compared with 30.8 percent at December 31, 2006 and 35.9 percent at April 1, 2006. Our targeted debt-to-total capital ratio is approximately 40 percent. We will exceed this target ratio from time to time as needed for operational purposes and/or acquisitions. In anticipation of issuing new debt in the second quarter of 2007 and to partially hedge the risk of future increases to the treasury rate, we entered into an agreement on March 30, 2007 to lock in existing ten-year rates on $\$ 200$ million. The treasury rate was fixed at $4.64 \%$ and the agreement was settled on May 3, 2007.

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The treasury rate lock agreement was designated as and was effective as a cash-flow hedge. The treasury rate lock agreement was settled at an interest rate of $4.67 \%$ and the corresponding settlement benefit of $\$ 0.5$ million will be included in OCI in our Condensed Consolidated Balance Sheets, and will be recognized in earnings over the life of the debt after issuance.
We expect to continue to have cash requirements to support working capital needs and capital expenditures, to pay interest and service debt, to pay dividends to shareholders, and to repurchase Company stock. In order to meet these cash requirements, we intend to use available cash and internally generated funds, and to borrow under our committed and uncommitted credit facilities.
Dividends paid in the first three months of 2007 were $\$ 15.0$ million, or $\$ 0.15$ per common share, compared with $\$ 14.2$ million, or $\$ 0.14$ per common share, in the prior year period. We have increased dividends every year for the last 31 years and expect to continue paying dividends on a quarterly basis.
During 2006, the Board of Directors authorized the repurchase of shares of our common stock up to a maximum dollar limit of $\$ 100$ million. As of December 31, 2006, we had purchased $1,986,026$ shares for $\$ 59.4$ million pursuant to this authorization during 2006. In December 2006, the Board of Directors authorized the continuation of the repurchase program in 2007 with a maximum dollar limit of $\$ 40.6$ million. This authorization expires on December 31, 2007. As of March 31, 2007, we had repurchased an additional 312,400 shares for $\$ 9.3$ million pursuant to this plan and, accordingly, we have the authority to repurchase additional shares up to a maximum dollar limit of $\$ 31.4$ million for the remainder of 2007.
There have been no material changes with respect to the contractual obligations, other than noted above, or off-balance sheet arrangements described in our 2006 Annual Report on Form 10-K.

## Other financial measures

In addition to measuring our cash flow generation or usage based upon operating, investing, and financing classifications included in the Consolidated Statements of Cash Flows, we also measure our free cash flow and our conversion of net income. We have a long-term goal to consistently generate free cash flow that equals or exceeds $100 \%$ conversion of net income. Free cash flow and conversion of net income are non-GAAP financial measures that we use to assess our cash flow performance. We believe free cash flow and conversion of net income are important measures of operating performance because they provide us and our investors a measurement of cash generated from operations that is available to pay dividends and repay debt. In addition, free cash flow and conversion of net income are used as a criterion to measure and pay compensation-based incentives. Our measure of free cash flow and conversion of net income may not be comparable to similarly titled measures reported by other companies. The following table is a reconciliation of free cash flow and a calculation of the conversion of net income with cash flows from continuing and discontinued operating activities:

|  | Three months ended |  |
| :--- | :---: | :---: |
| April 1 |  |  |
| In thousands | 2007 | $\mathbf{2 0 0 6}$ |
| Net cash used for operating activities | $\$(57,669)$ | $\$(92,302)$ |
| Capital expenditures | $(18,865)$ | $(9,054)$ |
| Proceeds from sale of property and equipment | 1,329 | 79 |
| Free cash flow | $(75,205)$ | $(101,277)$ |
| Net income | 42,273 | 41,620 |
| Conversion of net income | $(177.9 \%)$ | $(243.3 \%)$ |

In 2007, our objective is to generate free cash flow that equals or exceeds $100 \%$ conversion of net income.
NEW ACCOUNTING STANDARDS
See Note 1 (New Accounting Standards) of ITEM 1.

## CRITICAL ACCOUNTING POLICIES

In our 2006 Annual Report on Form 10-K, we identified the critical accounting policies which affect our more significant estimates and assumptions used in preparing our consolidated financial statements. We have not changed these policies from those previously disclosed in our Annual Report.
ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK
There has been no material changes in our market risk during the quarter ended March 31, 2007. For additional information, refer to Item 7A of our 2006 Annual Report on Form 10-K.

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## ITEM 4. CONTROLS AND PROCEDURES

## (a) Evaluation of Disclosure Controls and Procedures

We maintain a system of disclosure controls and procedures designed to provide reasonable assurance as to the reliability of our published financial statements and other disclosures included in this report. Our management evaluated, with the participation of our Chief Executive Officer and our Chief Financial Officer, the effectiveness of the design and operation of our disclosure controls and procedures as of the end of the quarter ended March 31, 2007 pursuant to Rule 13a-15(b) of the Securities Exchange Act of 1934 (the Exchange Act ). Based upon their evaluation, our Chief Executive Officer and our Chief Financial Officer concluded that our disclosure controls and procedures were effective as of the end of the quarter ended March 31, 2007 to ensure that information required to be disclosed by us in the reports we file or submit under the Exchange Act is recorded, processed, summarized, and reported, within the time periods specified in the Securities and Exchange Commission s rules and forms, and to ensure that information required to be disclosed by us in the reports we file or submit under the Exchange Act is accumulated and communicated to our management, including our principal executive and principal financial officers, as appropriate to allow timely decisions regarding required disclosures.

## (b) Changes in Internal Controls

There was no change in our internal control over financial reporting that occurred during the quarter ended March 31, 2007 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

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## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Shareholders of Pentair, Inc.
We have reviewed the accompanying condensed consolidated balance sheets of Pentair, Inc. and Subsidiaries (the Company ) as of March 31, 2007 and April 1, 2006, and the related condensed consolidated statements of income and cash flows for the three month periods ended March 31, 2007 and April 1, 2006. These interim financial statements are the responsibility of the Company s management.
We conducted our reviews in accordance with the standards of the Public Company Accounting Oversight Board (United States). A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with standards of the Public Company Accounting Oversight Board (United States), the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.
Based on our reviews, we are not aware of any material modifications that should be made to such condensed consolidated interim financial statements for them to be in conformity with accounting principles generally accepted in the United States of America.
We have previously audited, in accordance with standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheet of the Company as of December 31, 2006, and the related consolidated statements of income, changes in shareholders equity, and cash flows for the year then ended (not presented herein); and in our report dated February 26, 2007, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of December 31, 2006 is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.
DELOITTE \& TOUCHE LLP
Minneapolis, Minnesota
May 4, 2007

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## PART II OTHER INFORMATION

## ITEM 1. Legal Proceedings

## Environmental and Litigation

There have been no further material developments from the disclosures contained in our 2006 Annual Report on Form $10-\mathrm{K}$, other than those matters identified below.

## Horizon Litigation

Twenty-eight separate lawsuits involving 29 primary plaintiffs, a class action, and claims for indemnity by Celebrity Cruise Lines, Inc. ( Celebrity ) were brought against Essef Corporation ( Essef ) and certain of its subsidiaries prior to our acquisition of Essef in August 1999. The claims against Essef and its involved subsidiaries were based upon the allegation that Essef designed, manufactured, and marketed two sand swimming pool filters that were installed as a part of the spa system on the Horizon cruise ship, and allegations that the spa and filters contained Legionnaire s disease bacteria that infected certain passengers on cruises from April 1994 through July 1994.
The individual and class claims by passengers were tried and resulted in an adverse jury verdict finding liability on the part of the Essef defendants ( $70 \%$ ) and Celebrity and its sister company, Fantasia (together 30\%). After expiration of post-trial appeals, we paid all outstanding punitive damage awards of $\$ 7.0$ million in the Horizon cases, plus interest of approximately $\$ 1.6$ million, in January 2004. All of the personal injury cases have now been resolved through either settlement or judgment.
The only remaining unresolved claims in this case were those brought by Celebrity for damages resulting from the outbreak. Celebrity filed an amended complaint seeking attorney fees and costs for prior litigation as well as out-of-pocket losses, lost profits, and loss of business enterprise value. On June 28, 2006, a jury returned a verdict against the Essef defendants in the total amount of $\$ 193.0$ million for its claims for out-of-pocket expenses ( $\$ 10.4$ million), lost profits ( $\$ 47.6$ million) and lost enterprise value ( $\$ 135.0$ million). The verdict was exclusive of pre-judgment interest and attorneys fees.
On January 17, 2007, the Court ruled on our post-trial motions, granting judgment in our favor as a matter of law with respect to Celebrity s claim for lost enterprise value ( $\$ 135.0$ million). The Court also granted a new trial with respect to lost profits ( $\$ 47.6$ million). In addition, the Court denied without prejudice our claim for contribution to reduce Celebrity s recovery by $30 \%$ to account for its contributory negligence, with leave to renew the motion following retrial. The trial of this matter has been scheduled for June 2007.
Celebrity s claim for lost profits at trial amounted to approximately $\$ 60$ million. We believe that actual lost profits suffered, if any, are substantially less. In a new trial, there remain questions of causation, contribution and proof of damages to be determined. We intend to vigorously defend against Celebrity s claims. We cannot predict whether Celebrity will appeal the ruling on lost enterprise value, nor whether and to what extent Essef may eventually be found liable on Celebrity s claims.
Several issues have not been decided by the Court, including whether Celebrity is entitled to recovery of its attorneys fees and related costs in the passenger claims phase of the case ( $\$ 4.1$ million), and, with respect to pre-judgment interest, the length of the interest period and the rate of interest on any eventual judgment. We have assessed the impact of the ruling on our previously established reserves for this matter and, based on information available at this time, have not changed our reserves following this ruling, except to take into account quarterly interest accruals. We believe that any judgment we pay in this matter would be tax-deductible in the year paid or in subsequent years. In addition to the impact of any loss on this matter on our earnings per share when recognized, we may need to borrow funds from our banks or other sources to pay any judgment finally determined after exhaustion of all appeals. We expect that we would have available adequate funds to allow us to do so, based on discussions with our lending sources and our estimates of the results of our business operations over the foreseeable future.

## ITEM 1A. Risk Factors

There have been no material changes from the risk factors previously disclosed in ITEM 1A. of our 2006 Annual Report on Form 10-K.

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## ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

The following table provides information with respect to purchases we made of our common stock during the first quarter of 2007:

(a) The purchases in this column include shares repurchased as part of our publicly announced programs and in addition, 87,740 shares for the period January 1
January 27, 2007, 18,170 shares for the period
January 28
February 24, 2007, and 23,498
shares for the period
February 25
March 31, 2007
deemed
surrendered to us by participants in our Omnibus
Stock Incentive
Plan and the

Outside
Directors
Nonqualified
Stock Option
Plan (the Plans )
to satisfy the exercise price or withholding of tax obligations related to the exercise of stock options and non-vested shares.
(b) The average price paid in this column includes shares repurchased as part of our publicly
announced programs and shares deemed surrendered to us by participants in the Plans to satisfy the exercise price or withholding of tax obligations related to the exercise price of stock options and non-vested shares.
(c) The number of shares in this column represents the number of shares repurchased as part of publicly announced programs to repurchase up to $\$ 100$ million of our common stock.
(d) During 2006, the Board of
Directors authorized the repurchase of shares of our common stock up to a maximum dollar limit of $\$ 100$ million. As of December 31, 2006, we had purchased 1,986,026 shares for $\$ 59.4$ million pursuant to this authorization during 2006. In December 2006, the Board of Directors authorized the continuation of the repurchase program in 2007 with a maximum dollar limit of $\$ 40.6$ million. This authorization expires on December 31, 2007. As of March 31, 2007, we had repurchased an additional 312,400 shares for $\$ 9.3$ million pursuant to this plan. As of April 27, 2007, we had not repurchased any additional shares under this plan and, accordingly, we have the authority to
repurchase
additional shares
up to a
maximum dollar
limit of
$\$ 31.4$ million for the remainder of 2007.

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## ITEM 6. Exhibits

(a) Exhibits
3.1 Third Restated Articles of Incorporation as amended through May 3, 2007.
3.2 Fourth Amended and Superseding By-Laws as amended through May 3, 2007.
4.1 Form of Term Loan Agreement for $\$ 250$ million among Pentair, Inc., Bank of America, N.A. and JPMorgan Chase Bank, N.A. dated April 9, 2007 (incorporated by reference to Exhibit 99.1 to Pentair s Current Report on Form 8-K dated April 9, 2007).

15 Letter Regarding Unaudited Interim Financial Information.
31.1 Certification of Chief Executive Officer Pursuant to Rule 13a-14(a) of the Exchange Act, as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
31.2 Certification of Chief Financial Officer Pursuant to Rule 13a-14(a) of the Exchange Act, as Adopted Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.
32.1 Certification of Chief Executive Officer, Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.2 Certification of Chief Financial Officer, Pursuant to 18 U.S.C. Section 1350, As Adopted Pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.

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## SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, on May 4, 2007.

PENTAIR, INC.
Registrant
By /s/ John L. Stauch
John L. Stauch
Executive Vice President and Chief
Financial Officer
(Chief Accounting Officer)

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## Exhibit Index to Form 10-O for the Period Ended March 31, 2007

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